

# Texas Propane

A propane technician wearing a blue cap, safety glasses, and a blue button-down shirt is working on a propane tank. He is holding a metal tool connected to a black hose. The background shows a white house with a window and some greenery.

THE MAGAZINE FOR THE TEXAS PROPANE GAS ASSOCIATION

JANUARY 2023

## **Propane Industry Survey Reveals Key Insights on Pay, Benefits & Business Practices**

**Tax Treatment for Family  
Members Working in the  
Family Business**

**2023 National Propane  
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# Texas Propane

THE MAGAZINE FOR THE TEXAS PROPANE GAS ASSOCIATION



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# Thank You for Your Partnership

**Bill Van Hoy**

TPGA Executive Director

Despite the ups and downs, we hope that 2022 was a successful year for you and your company. Thank you for taking the time to partner with us, we are thankful and believe the propane industry in Texas is better for it! Happy New Year 2023!

In this issue we highlight the responses to a survey compiled and published by Gray, Gray & Gray, a national accounting and business advisory firm for the propane industry.

The survey includes results for the whole country, as well as regionally for the South. See how your company measures

up to pay, issues you are having and how you are handling these problems.

Registration is open for the PERC National Propane Education & Training Conference in Orlando, FL February 28 – March 1, 2023. In addition to sessions on safety and regulatory compliance, the conference will feature tracks on marketer sales and technical training.

January 15, 2023, is the final cut-off to submit applications for the 2022 ProCOT rebate program. So don't let your customers miss out on propane appliance rebates.

TPGA membership renewal notices have been sent out and are due by the end of the month. Don't let your membership lapse! If you have any questions about your renewal, please contact me.



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# Propane Industry Survey Reveals Key Insights on Pay, Benefits & Business Practices

See how you compare with other propane retailers  
in a study released by Gray, Gray and Gray

The beginning of the year is always a good time to take stock of where you've been and where you're going. This holds true for your personal life (more fruit, fewer carbs!), and for your business.





Part of evaluating the health of your business is comparing it to similar businesses. How much are they paying? What troubles have they been having? How are they handling these problems?

While we don't have the answers for your business, we will offer some reflection courtesy of a survey compiled and published by Gray, Gray & Gray, a national accounting and business advisory firm for the propane industry. The survey includes results for the whole country as well as regionally for the South.

### Retaining Propane Employees

Finding and retaining good employees has always been the bedrock of any successful business. And those in the propane industry have not been immune to challenges the entire nation has been facing in finding candidates for their open positions. And keeping them. When asked how "Retaining good employees over the past year has been", most survey respondents said that it was somewhat difficult (60%) and very difficult (14%). However, 25 percent of respondents said it was "easy".

What are folks doing to retain employees? Nearly all respondents, 92%, cited raising wages. But there were many other ways employers approached retention:

- Paying bonuses 65%
- Health insurance 39%
- Improving benefits 37%
- Growth and promotion opportunities 28%
- More input in management decisions 19%

Other things mentioned in retention efforts included increasing 401K/pension contributions (12%), converting hourly employees to salaried (6%), adding deferred compensation/ "golden handcuff" plans (3%), offering flexible scheduling during off-peak months, guaranteeing a minimum of 40 hours per week to hourly employees, morale boosting, and promoting a more family atmosphere.

When asked "What did you do this year to retain employees that you did not do last year?" respondents said some of the things they did differently included: increased wages, offered training, paid larger bonuses, increased paid time off (PTO), offered short term and long term

disability insurance, and offered deferred compensation.

### Finding New Employees

Finding qualified new employees over the past year has been a bit harder for the industry, with 28 percent saying it was "nearly impossible." Almost half, 44 percent, said it was "very difficult", followed by somewhat difficult (23%) and easy (5%).

Employers are using some of the same strategies for new employees as they did for retention, with 78 percent offering higher wages, 39 percent offering training programs, 23 percent offering flexible hours and 21 percent offering more benefits. Additionally, some offered signing bonuses (17%), more paid vacation time (18%), tuition reimbursement (15%), and other strategies (11%), which included on-the-job training, better screening and employee referrals.

Word of mouth referrals was by far the most successful way to find new employees (59%), followed by online websites like Monster or Indeed (37%) and social media posts (17%). Unfortunately, 11 percent of respondents said they had "no luck at all".

### Propane Operations & Customers

For those who grew their customer list in the previous year, they attributed their increase to better or more effective marketing (35%) or to a variety of reasons (53%), which included word of mouth,

#### What is the HOURLY rate you pay?

Delivery Drivers  
Service Technicians – Heating  
Service Technicians - Air Conditioning  
Dispatchers  
Service Manager  
Customer Service Representatives  
Accounts Payable/Receivable Staff  
CFO/Controller  
Bookkeeping/Accounting Manager  
General Manager  
Operations Manager  
Office Manager  
Sales Manager  
IT Manager  
HR Manager



great service, aggressive pricing, poor competitor service or area growth. Only a few grew due to better use of the internet/e-commerce (8%) or acquisition (4%).

If they lost customers in the previous year, the reasons were various:

- Lost to competitor with lower prices (43%)
- Lost due to other reasons (23%) (Sold/moved, natural gas, let them go, converted to electric heaters, and messed up)
- Lost to heat pump conversion (20%)
- Lost to gas conversion (12%)
- Lost to competitor with similar pricing (2%)

In terms of how respondents qualified a customer as “lost” and removed them from their customer list:

- After no deliveries in 12 months (32%)
- When they notify us in writing (24%)
- Other (When we pick up our equipment) (23%)
- We never take customers off our customer list (17%)
- After no payment in 12 months (4%)

The percentage of their customer list that is automatic customers is almost even, with 53% of customers as automatic customers and 47% will call.

Nationally, the percentage of active customers that use a budget plan is 17%. The percentage in the South is lower at 13%.

The percentage of active customers who use a price protection plan is 23% nationally and 20% in the South.



Those surveyed were asked specifically about their heating propane deliveries in terms of the average tank size and average gallons delivered. In the South, the tank sizes were half the size of the national average with a 250-gallon being the average residential tank and a 500-gallon the average commercial tank size (compared to a 500-gallon and 1,000-gallon nationally).

Residential average gallons delivered per stop was 171 nationally and 153 in the South. Commercial average gallons delivered per stop was 538 nationally and 388 in the South.

The average propane gallons delivered per stop was 171 (nationally) and 189 (South). Stops per hour were very similar, with 2.08 nationally and 1.94 in the South. Gallons per hour were almost identical with 356 gallons per hour nationally and 355 gallons per hour in the South.

Propane companies said they own 74 percent of the above ground tanks they utilize and 26 percent of the underground tanks. Most propane retailers (76%) charge annual rental fees for customer propane tanks. However, only 35 percent charged a delivery fee.

When asked “How many gallons are price-protected as a percentage of gallons sold?”, the majority of respondents said they utilized a variable price plan (73%), followed by a fixed price plan (24%) and a cap price plan (3%).

On tank monitoring, only 34 percent of survey respondents said they offered the service. 98 percent of those who offered tank monitoring would retrieve the system if they lost the customer.

Just over half of customers have multi-year contracts on propane tanks for above ground tanks (56%) and underground tanks (57%). The average length of the contract for both is 4 years.

### Propane Business Changes

The entire business world has dealt with a host of business changes that have come about in the wake of the COVID-19 pandemic, with supply chain woes and inflation testing the mettle of even the most stable of industries. Outside of the payroll, the survey asked respondents to name what operating expenses have increased the most in the last one to two years. At the top of the list was health insurance

National	South
\$23.51	\$21.50
\$25.35	\$21.38
\$27.58	\$22.21
\$24.39	\$19.50
\$33.45	\$29.85
\$19.44	\$16.44
\$21.01	\$18.49
\$49.37	\$40.34
\$27.07	\$25.37
\$46.83	\$39.89
\$37.91	\$31.36
\$30.92	\$27.68
\$37.58	\$25.67
\$34.58	\$21.67
\$33.88	\$25.54

(77%), followed by vehicle cost (72%) and liability insurance (59%). Other areas targeted included updating software (33%), cybersecurity insurance (15%) and environmental (5%). Other things mentioned were supplies and fuel costs, cyber threats, tanks and freight expenses.

When asked "What are the three largest permanent business changes you have made in the last 12 months?" propane businesses in the South answered:

- Upgrades - software, website, better routing system and tank monitors, processes
- Increased wages, more bonuses, more flexibility on hours
- Added positions - bobtail driver
- Acquisitions, added second location or relocated

As cyber security has become a more dominant part of a propane industry member's focus, the survey asked "How are you protecting your business against a cyberattack and data loss?"

The top response to this was to secure data backup for disaster recovery & business continuity (79%), followed by encrypted cloud-based data storage (66%),

anti-malware software/endpoint protection (63%) and staff training (58%). Other things mentioned: cybersecurity insurance (34%) and written information security plan (WISP) (21%). Unfortunately, 5 percent of respondents said they were not sure what they should be doing.

### Propane Business Plans

So what other things are on propane providers' minds? The study asked "what products or services are you considering adding in 2022?" The top three responses were generators (36%), plumbing (32%) and HVAC (27%).

Most respondents also said they maintained their margins (62%) while adapting to the challenges posed by the Russia/Ukraine conflict. However, 20 percent said they had lower margins as a result.

In terms of business retention, the survey asked, "If you lost customers last year, to what do you most attribute their leaving?"

- Lost to competitor with lower prices 43%
- Lost due to other reasons 23%
- Lost to heat pump conversion 20%
- Lost to gas conversion 12%

- Lost to competitor with similar pricing 2%

In terms of changes respondents were considering for the coming years, acquiring a company was the most mentioned (40%), followed by developing a new bulk plant (34%) and transitioning to the next generation (31%). Other business changes being contemplated included updating accounting software (22%), conducting a business valuation (19%), retiring (16%), diversifying into a new product line (like generators, pest control or plumbing, etc.) (13%), selling their company (12%) and merging into a joint venture (3%).

In the South, 97% of propane retailers surveyed reported being members of their propane association. Did you know for 2023 90% of TPGA membership is tax deductible? Learn more about becoming a TPGA member by visiting us on the web at <https://www.txpropane.com/why-join>

These survey results are from the 2022 Propane Service Survey, published by Gray, Gray and Gray, a national accounting and business advisory firm for propane marketers. For more information on their firm, visit [www.gggllp.com](http://www.gggllp.com)

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# Tax Treatment for Family Members Working in the Family Business



One of the advantages of operating your own business is hiring family members. However, employment tax requirements for family employees may vary from those that apply to other employees. The following information may assist you with pointing out some differences to consider.

## **Children employed by their parents** **If the business is a parent's sole proprietorship or a partnership in which each partner is a parent of the child:**

- ♦ Payments for the services of a child are subject to income tax withholding regardless of age.
- ♦ Payments for the services of a child under age 18 are not subject to social security and Medicare taxes. If the child is 18 years or older, then payments for the services of a child are subject to social security and Medicare taxes.
- ♦ Payments for the services of a child under age 21 are not subject to Federal

Unemployment Act (FUTA) tax. If the child is 21 years or older, then payments for the services of a child are subject to FUTA taxes.

## **If the business is a corporation, a partnership (unless each partner is a parent of the child), or an estate (even if it is the estate of the deceased parent of the child):**

- ♦ Payments for services of a child are subject to income tax withholding, social security taxes, Medicare taxes and FUTA taxes regardless of age.

## **Parents employed by their child** **If the business is a child's sole proprietorship:**

- ♦ Payments for services of a parent are subject to income tax withholding, social security taxes and Medicare taxes.
- ♦ Payments for services of a parent are not subject to FUTA tax regardless of the type of services provided.

**If the business is a corporation (even if controlled by the child), a partnership (even if the child is a partner), or an estate:**

- ♦ The payments for the services of a parent are subject to income tax withholding, social security taxes, Medicare taxes and FUTA taxes.

## **If the parent is performing services for the child, but not for the child's trade or business:**

- ♦ Payments for services of a parent are not subject to social security and Medicare taxes, unless the services are for domestic services and each of the following apply:
  - ♦ You employ your parent,
  - ♦ You have a child or stepchild living in the home,
  - ♦ You are a widow or widower, divorced, or living with a spouse, who because of a mental or physical condition, can't care for the child or stepchild for at least 4 continuous weeks in a calendar quarter and
- ♦ The child or stepchild is either under age 18 or requires the personal care of an adult for at least 4 continuous weeks in a calendar quarter due to a mental or physical condition.
- ♦ Payments for services of a parent are not subject to FUTA tax regardless of the type of services provided.

## **How spouses earn Social Security benefits**

A spouse is considered an employee if there is an employer/employee type of relationship, for example, the first spouse substantially controls the business in terms of management decisions and the second spouse is under the direction and control of the first spouse. If such a relationship exists, then the second spouse is an employee subject to income tax and FICA (Social Security and Medicare) withholding. However, if the second spouse has an equal say in the affairs of the business, provides substantially equal services to the business, and contributes capital to the business, then a partner-

ship type of relationship exists and the business's income should be reported on Form 1065, U.S. Return of Partnership Income PDF.

### Both spouses carrying on the trade or business

The Internal Revenue Code (IRC) generally allows a qualified joint venture whose only members are a married couple filing a joint return not to be treated as a partnership for Federal tax purposes. A qualified joint venture is a joint venture involving the conduct of a trade or business, if it meets the following conditions:

- ♦ the only members of the joint venture are a married couple who file a joint tax return,
- ♦ both spouses materially participate in the trade or business,
- ♦ both spouses elect to have the provision apply,
- ♦ the business is co-owned by both spouses and
- ♦ isn't held in the name of a state law entity such as a partnership or limited liability company (LLC).

Under the IRC, a qualified joint venture conducted by a married couple who file a joint return is not treated as a partnership for Federal tax purposes. All items of income, gain, loss, deduction and credit are divided between the spouses following in accordance with their respective interests in the venture. Each spouse considers his or her respective share of these items as a sole proprietor. Thus, it is anticipated that each spouse would account for his or her respective share on the appropriate form, such as Schedule C. For purposes of figuring out net earnings from self-employment, each spouse's share of income or loss from a qualified joint venture is taken into account just as it is for Federal income tax purposes under the provision (for example, in accordance with their respective interests in the venture).

This generally does not increase the total tax on the return, but it does give each spouse credit for social security earnings on which retirement benefits are based. However, this may not be true if either spouse exceeds the social security tax limitation. Refer to Publication 334, Tax Guide for Small Business, for further information about self-employment taxes. For more information on qualified joint

ventures, refer to Election for Married Couples Unincorporated Businesses.

### One spouse employed by another

If your spouse is your employee, not your partner, you must pay Social Security and Medicare taxes for him or her. The wages for the services of an individual who works for his or her spouse in a trade or business are subject to income tax withholding and Social Security and


Medicare taxes, but not to FUTA tax. For more information, refer to IRS Publication 15, Circular E, Employer Tax Guide.

### Additional information

For additional employment tax information, refer to Publication 15, (Circular E), Employer Tax Guide at and Publication 51, (Circular A), Agricultural Employer's Tax Guide.

*This information was found at [www.irs.gov](http://www.irs.gov).*

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# 2023 National Propane Education & Training Conference

PERC training event in Orlando Feb. 28 – March 1



Propane professionals with an interest in industry-specific educational methods and resources are invited to join together Feb. 28 and March 1 at the Renaissance Orlando Airport for the 2023 National Propane Education & Training Conference.

Attendees will have the opportunity to participate in general and breakout sessions customized to fit your training needs.

In addition to sessions on safety and regu-

latory compliance, this year's conference will feature tracks on marketer sales and technical training. Plus, you'll learn how to use the newest features and resources available on PERC's Learning Center.

## Registration

The 2023 conference will be an in-person event only. Registration opened December 5. Cost is \$99. Register and

find more information at <https://propane.com/2023-national-propane-education-training-conference>.

## Accommodations

Discounted hotel room rate of \$199/night is available until Feb. 10, or until block is sold out, whichever comes first. Book now for best availability!

The hotel will be the Renaissance Orlando Airport Hotel located at 5445 Forbes Place in Orlando (407 240 1000). The Renaissance is located approximately 5 minutes from Orlando International Airport (MCO). Complimentary shuttle service is provided to/from hotel. Upon arrival at MCO, please call the hotel for shuttle pick up: 407 240 1000 When departing hotel going to MCO, the shuttle departs from the lobby every 30 minutes (on the hour and half hour.)

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# 2023 National Propane Education & Training Conference

## February 28 - March 1, 2023

FEBRUARY 28		
TIME	EVENT	ROOM
10:00 am – 12:00 pm	What's New at PERC	Normandy
12:00 pm – 12:30 pm	Lunch	Vienna
12:30 pm – 1:30 pm	<b>Opening Remarks:</b> Welcome and Introductions <i>Tucker Perkins</i> Conference Overview <i>Eric Kuster</i>	Vienna
	<b>General Session:</b> Accreditation, Developing Learning Paths and Modularized Training <i>Eric Kuster, Lyndon Rickards, Margaret Hiatt, Elena Bennett, Tebel Kise</i>	
1:40 pm – 2:40 pm	Panel Discussion: How to Design a Learning Path to Meet Company and Technical Needs <i>Tom Godfrey, Parker Gas Juan Pena / Dave Donahue, SEPA</i> Administrator Overview <i>Chris Hanson, Garrett Johnson</i> Environmental Messaging <i>Bridget Kidd</i>	
2:50 pm – 3:50 pm	Codes and Regulatory Updates <i>Bruce Swiecicki</i> Electronic Skills Assessment <i>Chris Hanson, Garrett Johnson</i> New Technologies - Materials to Educate Users of New Tech <i>Elena Bennett, Margaret Hiatt</i>	
4:00 pm – 4:45 pm	Instructor Led Training Facilitation Skills (How to Run a Classroom) <i>Margaret Hiatt, Elena Bennett, Tebel Kiser</i> Mobile App <i>Chris Hanson, Garrett Johnson</i> Roundtable discussion for Workforce Outreach and Educational Efforts	
4:55 pm – 5:05 pm	Closing Comments <i>Eric Kuster</i>	Vienna
6:00 pm – 7:00 pm	Reception	Gallery
MARCH 1		
8:00 am – 8:30 am	Breakfast	Vienna
8:30 am – 9:30 am	General Session: PERC Educational Resources <i>Eric Kuster, Bridget Kidd, Elena Bennett</i>	Vienna
9:40 am – 10:40 am	Panel Discussion: Implementing Blended Learning <i>Bob Herron and Dave Donahue</i> Building / Customizing Programs for Your Business Needs <i>Chris Hanson, Garrett Johnson</i> Panel Discussion: Leveraging Education to Grow Allied Partnerships <i>Don Houde, Mark Berry</i>	
10:50 am – 11:50 am	What is Virtual Reality Training (& Demo) <i>Next Wave</i> Open Forum - Bring Your Questions for Troubleshooting <i>Chris Hanson, Garrett Johnson</i> How to Use Modularized Function-Based Training to Meet State and Company Requirements <i>Eric Kuster, Lyndon Rickards</i>	
12:00 pm – 12:15 pm	Closing Comments, <i>Eric Kuster</i>	Vienna

# Inside the Barndominium Trend

Learn what's driving the  
“barndo” style



The barndominium craze is showing no signs of slowing down.

Ever since Chip and Joanna Gaines converted a barn into a home in an episode of “Fixer Upper,” search interest in the structures has risen dramatically over the last two years, reports CNET, citing Google Trends.

This proves two things: 1.) The Gaines effect is real and 2.) Beyond being trendy, barndominiums can be a practical housing choice. They tend to be faster to build than a traditional home and can be very

energy efficient.

“Barndos also offer benefits in terms of durability, since metal holds up against the elements better than wood — assuming the structure is well-constructed. They can be more energy efficient than traditional homes, depending on the type of insulation and windows used,” CNET reports.

A barndominium isn’t always the transformation of an aging barn into a contemporary home. With metal building kits and a variety of floorplans available,

you can create a custom, rustic chic home from the ground up.

Because these structures tend to be built in rural areas without access to natural gas, propane is a viable option. For added energy efficiency, builders can incorporate hydronic floor heating into the slab foundation.

Read more about barndominiums at <https://www.cnet.com/home/whats-a-barndominium-everything-to-know-about-the-trendy-housing-craze/>.

Republished from [propane.com](https://propane.com).

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# Last Chance to Submit 2022 Rebate Applications

2022 applications are due no later than January 15, 2023



Don't let your customers miss out on propane appliance rebates from the Propane Council of Texas (ProCOT) from purchases they made in 2022. Get their rebate applications in now! Whether someone recently remodeled their home, finished construction of a new house in 2022, or just replaced an old or malfunctioning appliance, this program was developed to assist them in choosing propane as their preferred energy choice.

The following rebate amounts are available for appliance purchases made between January 1, 2022 – December 31, 2022:

- \$300 for new propane boiler or furnace (includes propane backups)
- \$300 for new propane water heater
- \$600 rebate cap per Texas household or Texas business

For 2022, the Council removed the requirement that the application must be submitted within 30 days of the safety inspection. As long as the purchase was made in 2022, you can submit it at any time before January 15, 2023.

## Funding is ample for 2022 qualifying purchases.

A propane safety inspection by the propane provider is required and the application must be submitted by the propane provider through our online rebate portal.

## How to Submit a Rebate. It's quick and easy:

1. First time users can go to <https://txsaveswithpropane.com/register/>. Registration is required.

Registration is required.

2. Returning users can go to <https://txsaveswithpropane.com> and login

3. Navigate to Dashboard

4. Click on Apply for New Rebate

5. Fill out the PDF application form (All fields must be filled out and match the signed Appliance Program Application).

6. Upload the signed PDF application and proof of purchase (copy of the end

user's sales receipt or paid zero balance invoice)

7. Click Submit

The rebate portal found at <https://txsaveswithpropane.com> is your one-stop shop to check funding availability, submit rebates, and check the statuses of each of your rebate applications.

For questions, please call 512-883-9925 or email [rebates@propanecounciloftexas.org](mailto:rebates@propanecounciloftexas.org).



## Welcome, Propane Council of Texas!

Welcome to the Propane Council of Texas

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- Customer's email address
- Appliance installation address
- Appliance type and information
- Date of safety inspection
- Completed and signed Appliance Program Application
- Proof of purchase (copy of end user's sales receipt or paid invoice with zero dollar balance)

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# Complete Combustion and Carbon Monoxide Safety Meeting



The efficient combustion of propane requires a ratio of 1 part propane to 24 parts air. If this ratio is off or equipment is not working properly, propane may not combust completely. Incomplete combustion can be dangerous. It is your job to understand how to detect incomplete combustion and respond swiftly.

## Signs of Incomplete Propane Combustion:

- **Excessive water vapor** — Can be harmful to appliances' venting systems.
- **Soot** — Potentially damaging to property.
- **Aldehydes** — Toxic gas detectable by a sharp, penetrating odor, a metallic mouth taste, or a burning sensation in the nose and eyes.

If any of these are present, follow your company's guidelines for action.

Incomplete combustion may also result in the release of carbon monoxide.

Some propane companies handle carbon monoxide detection, while others refer calls to the fire department. If your company does address these issues, use the following guidelines:

## When to Check for Carbon Monoxide at Customer Locations:

Carbon monoxide (CO) can be deadly. However, because CO is odorless and colorless, it can be difficult to detect. Check for CO if any of the following conditions exist:

- A customer complains of chronic headaches or nausea.
- Houseplants are dying.
- There is a chronic odor and the source or cause cannot be located.
- Excessive water vapor forms on cool

surfaces in the house.

- The odor of aldehydes is present.

## Using Portable Co Detectors:

If your company provides portable CO detectors, it is important that you are trained in their use. Always follow manufacturer instructions. Keep in mind:

- Portable CO detectors should be at or close to room temperature before testing the air.
- Samples should not be taken if the air temperature is above 125°F. Thus, it may not always be possible to check flue gases directly without additional equipment.

## Places to Check for Carbon Monoxide:

Always test different areas in the house or building to determine the highest CO level. Tests for CO should occur:

- In the air at head height
- Near gas appliances
- Close to heating ducts
- Near appliance diverters and fire doors on appliances in basements or utility rooms

If an appliance is suspected as the source of CO, it may be turned off before your arrival. Take readings before it is restarted, 1–2 minutes after it is restarted, and 15 minutes after it has been on to ensure accurate CO detection.

## Discussion Topics

1. While servicing a dryer, you notice soot around the dryer vent. How do you respond?
2. Your customer asks about carbon monoxide and ways he can protect his family. What safeguards do you recommend?

## LEARNING ACTIVITY

Have participants stage a mock CO check at their building. Discuss where and how to test, and actions necessary if CO is detected.

*Source: Basic Principles and Practices of Propane (PERC)*





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# NPGA Accepting Scholarship Applications Until February 15



Established in 1994, the NPGF Scholarship Fund has awarded more than two million dollars in scholarships to 1,400+ children of NPGA member company employees. Every year, the National Propane Gas Foundation Scholarship Fund provides \$1,000 or \$2,000 scholarships to students all across the country including Texas, attending two- or four-year colleges or pursuing propane-related careers at technical, trade, or vocational schools whose parents are employed by NPGA member companies.

The National Propane Gas Foundation Scholarship application period for the 2023-2024 school year is December 15, 2022 - February 15, 2023.

## Who is eligible to apply for a NPGF scholarship?

### A: To be eligible, applicants must be:

- The child of a full-time employee at a National Propane Gas Association (NPGA) or state association member company or the Propane Education & Research Council (PERC). The parent's work must be directly involved in the production, transportation, marketing, or

distribution of propane; supplying goods or services to NPGA member companies; or supplying propane appliances to propane consumers; and

- A high school senior or an undergraduate student with a grade point average of at least 2.6 on a 4.0 scale (or equivalent); and

- A full-time student in the upcoming school year in an undergraduate degree program at an accredited college or university or enrolled in a certificate or one- or two-year degree program at an accredited vocational, technical or trade school. Applicants may be pursuing any course of study; students pursuing a propane-related field (Commercial Truck Driver; Electrician; Gas Fitter; HVAC Technician; Pipe Fitter; Plumber) are especially encouraged to apply; and

- Unmarried and under the age of 24 at the application deadline.

## How does a student apply?

**A: Apply online at <https://www.npga.org/news-resources/scholarships/> by February 15, 2023, at 11:59 pm Pacific Standard Time.**

NPGF uses CommunityForce, an ap-

plication management software platform and applications are only

accepted online through CommunityForce. Students do not need to complete the application in one sitting; the student can save their work and go back to it later. Students should keep their login credentials after they submit their application, as the student will need to re-access the system if the student is selected to receive a scholarship.

The application includes three short essay questions. In addition, the application asks for:

- the name and NPGA member company ID number of the parent's employer (Email [info@npga.org](mailto:info@npga.org) to obtain the company NPGA member number);
- family financial information;
- an official academic transcript; and
- information about their activities.

## How are applicants selected?

Criteria employed in selecting scholarship recipients include financial need, academic merit, activities/employment, and responses to essay questions. There is one application for all awards; it is designed to capture any additional criteria designated by the donor(s) and the student will be considered for all scholarships for which the student is eligible. Incomplete applications are disqualified.

## How will a student be notified if a student is selected to receive an award?

All applicants will be notified of their status by email, typically in mid-May. Make sure the student applies with an email address that the student checks regularly and that will not expire (e.g., avoid using a school-issued email address). NPGA does not send notifications to applicants via text or regular mail, so please check their email – and please add [scholarship@npga.org](mailto:scholarship@npga.org) and [admin@communityforce.com](mailto:admin@communityforce.com) to their address book so the student are sure to receive our communications.

**If a student is awarded a scholarship, how does a student receive the award and what does it pay for?**

If a student is selected to receive a scholarship, NPGA will ask the student to formally accept the award by completing a recipient questionnaire to provide us with a variety of follow-up information, including their school's address and the student ID. Scholarship award checks are mailed over the summer directly to the educational institution, to

be posted to the student's account and applied to tuition & fees and room & board for the academic year starting in the fall semester. The full award is divided into two equal payments, for the fall and spring semesters. The second check is mailed in early January for the spring semester.

**When does the Texas Propane Gas Association Scholarship application period open?**

There is a separate application for the

TPGA Scholarship. Texas Propane Gas Association Scholarship Foundation will open the application portal and start accepting applications for the TPGA scholarship in the Spring 2023.

**More information**

For more information and to apply go to <https://www.npga.org/news-resources/scholarships/>.

Questions? Please contact call 202-466-7200 or email [scholarship@npga.org](mailto:scholarship@npga.org).



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## People in Propane



**Gregory Lynn Daily** of Austin passed away November 26, 2022. Greg worked in real estate before joining his family's propane business, American Propane, where he worked until the business was sold in 2012. He was preceded in death by his parents, Roland and Wanda Daily, and his brother, Michael Daily.



**Johnny Ramon**, 52, of Seguin, TX, passed away on December 12, 2022. Johnny worked in the gas industry hauling and servicing propane. To plant Memorial Trees in memory of Johnny Ramon Jr., please visit <https://www.sympathyfloralstore.com/>.



**George Wayne Bryant III** (a.k.a. "G-O and Paw Paw"), 86, passed away December 18, 2022. George worked as a first-class machinist for Neches Butane, which later became Texaco Chemical, and retired after 36 years of service. He was also a collegiate UIL track & field official, and he served as a football referee for the Texas Association of Sports Officials for more than 47 years, earning him lifetime membership in 2013. In 1996, he was honored as a community hero and ran with the Olympic Torch during the Atlanta Games.

### Applications Open for Improved National Propane Farm Incentive Program

Whether your ag clients are replacing, upgrading or buying new farm equipment, now is the right time to have them consider the growing number of ways that propane can make their operations more productive and profitable starting in 2023.

Propane has long been the choice for ag producers who want lower costs, lower emissions and increased performance. And now the PERC's Propane Farm In-



centive Program offers up to \$5,000 to offset the cost on each new equipment purchase in exchange for sharing real-world performance data.

To qualify for the Propane Farm In-

centive Program, agricultural producers must purchase eligible propane-powered equipment within 60 days of applying and receiving approval. Eligible equipment includes industrial engines; water heating systems; poultry, swine and greenhouse heating systems; and flame weed control.

Beginning in January, a new online application process will make it easier to get application status updates, upload supporting documentation and direct message with program administrators.

Go to the <https://propane.com/about/incentive-programs/propane-farm-incentive-program/>.



### New Propane Agriculture Safety Guides Available

Because safety should always be top of mind, the Propane Education & Research Council (PERC) has developed a set of one-page guides with important information to keep operations safe.

Each of these free, downloadable guides provides information about code and training requirements, specific hazards, and special safety considerations for a variety of propane uses and equipment. They include:

- Propane Safety On the Farm
- Safety For Transport Delivery
- Using Farm Carts Safely
- Safety For Wet Line Dispensers
- Confinement Barn Safety
- Crop Dryer Safety

Get and download guides at <https://propane.com/for-my-business/agriculture/ag-safety-guides/>.

### FMCSA Denies Livestock Haulers Exemption

The Federal Motor Carrier Safety Administration (FMCSA) announced in late November 2022 its decision to deny the joint application from the National Cattlemen's Beef Association, Livestock Marketing Association, American Farm Bureau Federation, and other agricultural groups for an exemption from certain provisions in the hours-of-service (HOS) rules.

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The requested exemption was made on behalf of drivers who transport livestock and other animals. The applicants requested approval for drivers, after 10 consecutive hours off duty, to drive through the 16th consecutive hour after coming on duty, and to drive a total of 15 hours during that 16-hour period.

The applicants stated that the maximum driving and on-duty limits of the HOS regulations as applied to their operations may place the well-being of livestock at risk during transport and impose significant burdens on livestock haulers, particularly in rural communities across the country.

FMCSA analyzed the application and public comments and denied the request for exemption and cited that opponents

stated livestock haulers have been required to operate within the confines of the HOS regulations for over 80 years.

Currently, livestock haulers are entirely exempt from all HOS regulations under the agricultural commodities exemption in 49 CFR 395.1(k)(1), which covers a 150 air-mile radius from the source of the agricultural commodities.

## Apply Now for the Leadership in Energy Ambassadors Program

PERC invites you to identify one of your company's rising leaders to participate in the inaugural Leadership in Energy Ambassadors program. We are looking to identify individuals across the country to engage in an educational program that will provide critical content, competency development, and tools to inspire our industry members to find their voice and become ambassadors for our energy in the national energy conversation.

The select group of individuals who will be accepted into this program must seek nomination from their company CEO or owner, agree to pre-and post-meeting work, and be enthusiastic about the opportunity to engage with their communities and other industry colleagues. Applications are now open until January 15, 2023.

Learn more at <https://propane.com/leadership-in-energy-ambassador-program>.

## Autogas Grant Programs Available

Many Autogas grant programs are open and available on both the state and federal level. Grants are available for light duty trucks, school buses, bobtails and other medium duty vehicles.

Grants are open throughout the year, and every month in Texas Propane magazine we will be sharing grant availability as programs open and close.

Available Grants (at time of printing):

- TCEQ Statewide Light-Duty Motor Vehicle Purchase Program OPEN

Deadline January 7, 2023

- TCEQ Texas Natural Gas Vehicle Grant Program (TNGVGP) OPEN

Deadline March 31, 2023

Have questions on available grants but do not know what grant is right for you or your fleet customers? You can contact the Propane Council of Texas (ProCOT) at [info@propanecounciloftexas.org](mailto:info@propanecounciloftexas.org) or (800)325-7427.

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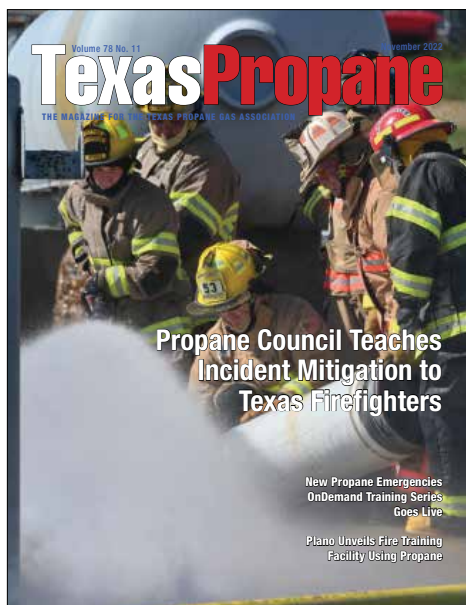
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*Texas Propane* is the official publication of the Texas Propane Gas Association and is the only publication geared exclusively toward the Texas propane industry. Each month, the print and online edition of *Texas Propane* reach over 1,000 decision making propane industry professionals (including every licensed full-service Texas propane retailer) providing an effective platform to market your products and services.

**Space is limited. Reserve your spot today.**

### Black and White Rates, Per Issue

Size	1x	4x	12x
Outside Back Cover	\$921	\$879	\$820
Inside Front Cover	\$879	\$820	\$703
Inside Back Cover	\$879	\$820	\$703
Center Spread	\$1551	\$1442	\$1242
Full page	\$814	\$688	\$593
1/2 page	\$485	\$409	\$353
1/3 page	\$355	\$299	\$258
1/4 page	\$283	\$240	\$206

### Advertorials **NEW**

An advertorial gives you a chance to describe your product and service in form of a story in our magazine. Upgrade your ad today to an advertorial for a 20% additional fee. Advertorials are available in full page (900 words), 1/2 page (400), & 1/4 page (200).

*Advertisers are responsible for providing written article submission in an editable format. Images are permitted but it will reduce allowable word count.*

### Color

4-color can be added to any size ad for an additional 30% of space rate.

### Classified Advertising Rates

Standard Classified Advertising is available for \$2/word. \$50 minimum per insertion.

Small logo or photo can be inserted for \$10.

Display classifieds are available for \$30/column inch (3 column grid format).

### Discounts

TPGA members receive an additional 5% off all listed rates. All rates are net; no advertising agency discounts available.

### Closing Dates

Space reservations for both display and classified advertising are due a month before the publication date. For example, a reservation for the February issue is due January 1. Artwork is due 5-10 after the reservation deadline.

## JANUARY

7

**TCEQ TERP Light-Duty Motor Vehicle Incentive Program (LDPLIP) Deadline**

15

**Energy Ambassadors Program Applications Due**

**2022 Texas Appliance Rebate Deadline**

17-19

**World of Concrete**  
*Las Vegas, NV*

23-25

**Clean Fuels Alliance America (Renewables) Conference**  
*Tampa, FL*

24-26

**POWERs Summit AAPA**  
*Tampa, FL*

**January 31-February 2**  
**International Builders Show**  
*Las Vegas, NV*

**January 30 - Feb 1**  
**NPGA Winter Meeting**  
*New Orleans, LA*

## FEBRUARY

1

**TPGA Membership Renewals Due**

6-8

**AHR Expo**  
*Atlanta, GA*

8

**PERC Council Meeting**  
**Virtual**

11-15

**American Rental Association (ARA) Show**  
*Orlando, FL*

15

**NPGA Scholarship Applications**

20

**TPGA & PSC office closed for President's Day**

Alliance AutoGas 5

BAM Propane 23

BLT Tanks 11

Fisk Tank Carrier Inc.  
**Outside Back Cover**

Gas Equipment Company 17

Insurors of Texas 24

Legacy Energy Consulting  
**Inside Front Cover**

Lock America 13

Lone Star Energy Group 5

Longhorn Propane 21

Maquinado de Equiposy Tanques de CV  
**Inside Back Cover**

Marshall Young Insurance 26

Meeder Equipment Co. 10

OmegaFlex 19

Propane Plus LLC 17

Propane Service Corporation 23

Rural Computer Consultants 23

Tarantin Industries 19

White River Distributors 14

## CLASSIFIEDS

### PetroStar Equipment Resources

Purchase & Sale Pre-Owned Propane Tanks  
5,000 gallons to 90,000 gallons

#### FOR SALE

(2) 50,000 gallons, 250 psi

(1) 18,000 gallons, 250 psi

**Contact: Jim Oliver**

**936-755-6108**

**petrostar@pdq.net**



**Garrett Insurance Agency, Inc**

Formerly, Southern Star Insurance Agency, Inc

**Cecil Joiner, Risk Manager**

**cecil@garrettinsurance.com**

**936-756-2222**

**www.garrettinsurance.com**

### 2015 Ford F-650 for Sale

icom propane conversion

LCR meter & printer

106,000 miles

Call 409-296-2001



## FOR SALE

Vintage 1950's Chambers Propane Stove In working condition (3 burners & oven)



**50% of the proceeds from this sale will benefit the TPGA Scholarship Foundation.**

Pick up required at the BayGas Office in League City, TX.



### TANKS WANTED

Sell us your USED 1,000 gallon tanks.

Please call

**Josh McAdams at**

**936-598-7444**

Please call **Allen Wells** at (979) 864-9040 with your best highest bid. **BEST OFFER GETS IT!**





## Spacruzzi Hot Tub Boats Turn to Propane

Founded in 2021 in Incline Village by serial digital and consumer products entrepreneur Alex Kanwetz, Spacruzzi epitomizes the American made luxury experience.

Though hot tub boats are not a brand new concept, Kanwetz and his team set out to create a truly one-of-a-kind experience that boat owners and renters will never forget. He said that the top priorities when starting Spacruzzi were to deliver a product that is incredibly safe and simple to enjoy while keeping manufacturing in the U.S. and as local as possible.

All hulls, stoves, metal and wood components are built in Nevada and Montana using local materials and suppliers.

"Unlike most power boats on the water, our all-electric propulsion and our patent protected electric and propane

heating system do not put pollutants into the air or water," Kanwetz said. "Spacruzzi is built to comply with all U.S. Coast Guard regulations including safety on the water (anti-tip, unsinkable) and on-board heating systems."

The motor is electric with a fast charge and rapid charge battery. The fireplace stove features a propane tank with a safety sensor system and auto shutdown. It accepts a standard size propane tank and is "as simple as operating a gas barbecue."

"Options to access the water include launching with trailer, forklift, gantry, and dockside slip or mooring. The boat is light with a 1,200-pound dry weight and under 13 feet long and very easy to manage," Kanwetz explains. "We have customers putting these boats on a trailer, along with a gen-

erator, and taking them to auto races, concerts, you name it."

When asked about the future of Spacruzzi, Kanwetz said, "Since we launched, we've seen immediate growth in both our rental and direct to consumer sales and this is continuing to grow. As you begin to see more rental operations popping up, we expect the awareness of the product to grow on the national level as more people see that this isn't just a novelty item, but an experience that can't be matched on the water. We continue to secure intellectual property on the development of the special features of the boat and are always looking to make the experience as safe and enjoyable as possible for our boat owners and rental partners."

Information about the custom designed Spacruzzi hot tub boats can be found at <https://www.spacruzzi.com>.

# New Asme Propane Tanks



- Committed to provide the best quality & service -

- ◆ We have diverse sizes from **120 to 1000 gallons -AG, UG & AG/UG**; models available
- ◆ All our tanks are **powder coated** with our **new automated paint booth** and thoroughly inspected for compliance
- ◆ **High quality** & competitive pricing
- ◆ **500's & 1000's available** by February!
- ◆ **Start planning for 2023 and save money with METSA!**

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ON THE  
MARKET!**



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  Metsa Tanks



# EXPECT MORE

- D.O.T. electric brakes, lighting system and hitch

- Powerful dual-drum electric winch for level lifting

- One person operation

- A paint-saving pulley rail system that is easy to adjust for various LP tank sizes

- Adjustable ball size hitch with wheel jack

- Stainless steel fenders, boxes and side panels

- ADD-ON D.O.T. READY BUMPER KIT Provides the ability to transport up to a full tank anywhere



## THE FISK EZ-HD HAULER

The **FISK EZ-HD** tank hauler allows you to lift, transport and set tanks ranging from 120 gallons to 1,000 gallons. The EZ-HD Hauler has the advantage of a shorter backup turning radius and a smooth ride suspension system.

All of the wirings are enclosed to protect them from damage and weathering. Imagine more tank sets per day. Your drivers spend less time in the field and that means more money in your pocket.



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